

Market Research Introduction

HHS Grants QSMO Marketplace Market Research

On behalf of the U.S. Department of Health and Human Services (HHS), GSA is conducting market research to understand capabilities related to providing the below requirement.

Designing a marketplace of solutions to help agencies meet their grants management needs and shared government wide goals by creating partnerships with federal agencies.

Responses Due: 3/25/2022

HHS-ASFR_Grants QSMO Marketplace_v2

[Link To Draft HHS-ASFR_Grants QSMO Marketplace_v2](#)

HHS-ASFR_Grants QSMO Marketplace_ROM Response;

What is your solution's primary cost drivers? Please complete the attached Rough Order of Magnitude (ROM) marketplace scenarios and include with your capability file upload.

[Link To Draft Requirements Document](#)

Market Research Notices

For Schedules Only: Based on the responses submitted to this RFI, the Government reserves the right to issue all future requests for quotes directly to identified sources via email in accordance with FAR 8.405-3(b)(1)(ii)(B)(2) and/or FAR 8.405-2(c)(3)(iii)(B).

[Market Research Notice - Click to Download](#)

Would your firm submit an offer if this requirement is issued under your GSA Contract?

- ☐ Yes
- ☐ No, please provide the reason in the optional feedback section below

Please identify all GSA Contracts your company holds and are relevant to this requirement. If you selected "Other GSA Contract or BPA" please explain in the Optional Feedback section.

- ☐ Alliant 2
- ☐ Multiple Award Schedule (MAS)
- ☐ VETS 2
- ☐ 8ASTARS
- ☐ Other GSA Contract or BPA

Please indicate all SINS, Pools or Constellations that are applicable to this requirement. If you selected "Other" please explain in the Optional Feedback section.

- ☐ ALL 2
- ☐ VETS 2
- ☐ STARS3
- ☐ 518210C
- ☐ 54151S
- ☐ Other

Company Information:

Please complete the information below to the best of your ability. If you have questions about your contract information, you can find your information on the GSA eLibrary page.

Where the Government asks for URLs, please only provide URLs, non URLs will be deleted.

If an email is not provided, your company will not receive a receipt of your response or the Agency POC once this RFI closes.

Company Name:	<input data-bbox="586 304 1521 359" type="text" value="{e://Field/vendor_name}"/>
Contract Number	<input data-bbox="586 369 1521 424" type="text" value="{e://Field/key_piid}"/>
First Name:	<input data-bbox="586 434 1521 489" type="text" value="{e://Field/First%20name}"/>
Last Name:	<input data-bbox="586 499 1521 554" type="text" value="{e://Field/Last%20name}"/>
POC Email:	<input data-bbox="586 564 1521 619" type="text" value="{e://Field/Email}"/>
POC Phone #:	<input data-bbox="586 630 1521 684" type="text" value="{e://Field/Phone%20Number}"/>
Company Website URL:	<input data-bbox="586 695 1521 749" type="text" value="{e://Field/vendorurl}"/>
DUNS: #	<input data-bbox="586 760 1521 814" type="text" value="{e://Field/vendor_duns_number}"/>
CAGE Code:	<input data-bbox="586 825 1521 879" type="text"/>

Please select the NAICS code you believe is most appropriate for this requirement. If you selected "Other" please explain in the Optional Feedback section.

- ☐ 518210
- ☐ 541511
- ☐ 541512
- ☐ 541519
- ☐ Other

Please indicate the size of your business.

Size Description Key:

s - small business

o - other than small business

- ☐ s - small
- ☐ o - other than small

Please select all socio-economic categories that apply to your business.

Please note, your company must be recognized as 1 or more of these designations under your GSA Contract for you to select it. Data is validated prior to reports being issued.

Socio-economic description Key:

w - Woman Owned business.

wo - Women Owned Small business (WOSB)

ew - Economically Disadvantaged Women Owned Small business

v - Veteran Owned Small business

dv - Service Disabled Veteran Owned Small business

d - SBA Certified Small Disadvantaged business

8a - SBA Certified 8(a) Firm

h - SBA Certified HUBZone Firm

w
☐

wo
☐

ew
☐

v
☐

dv
☐

d
☐

8a
☐

h
☐

N/A
☐

Do you provide this service or product commercially?

☐ Yes

☐ No

Technical Question - Multiple Choice

What is the FedRAMP status for your solution/service?

☐ Not Started

☐ FedRAMP Ready

☐ FedRAMP in Progress

☐ FedRAMP Authorized

Technical Question - Multiple Choice

In what timeframe are you expecting to achieve FedRAMP authorization?

☐ Never

- ☐ < 1 year
- ☐ 1-2 year
- ☐ >2 years
- ☐ Unknown

Technical Questions - Short Answer

Discuss your organization's experience related to grants management-related solutions either at the global, federal, state, or recipient level that 1) demonstrate an understanding of the grants management landscape, stakeholders, considerations, constraints, etc.; and 2) support the objectives and intent of the Grants QSMO Marketplace, as outlined in the sections of the RFI. If your organization does NOT have specific grants management experience, please discuss relevant experience/capabilities that could serve as a reference point and/or be reconfigured/repurposed/etc. to support the Grants QSMO Marketplace. (Limited to 1000 characters, if more space is needed, please include in capability file)

Technical Questions - Short Answer

Please describe your organization's existing and/or planned (within the next 12 months) IT solution(s) and associated services, and how that may align with the objectives and intent of the Grants QSMO Marketplace? If your organization does not have any existing or planned solutions, please describe your organization's ability to be a provider. (Limited to 1000 characters, if more space is needed, please include in capability file)

Technical Questions - Short Answer

Do you have a solution as described in section 3.0 of the Grants QSMO Marketplace RFI that is available on any current government contracts? If so, please provide the names of those contracts. (Limited to 1000 characters, if more space is needed, please include in capability file)

Technical Questions - Short Answer

In follow up to the previous question, what might be the best way(s) for agencies to procure that solution (e.g., leveraging resellers, using a catalog approach/BPA/SIN/ordering guide, etc.)? (Limited to 1000 characters, if more space is needed, please include in capability file)

Technical Questions - Short Answer

Please share current customers (including federal, state, or recipient level). (Limited to 1000 characters, if more space is needed, please include in capability file)

Technical Questions - Short Answer

What is needed to achieve FedRAMP authorization (e.g., knowledge of FedRAMP process, agency sponsorship, funding)? (Limited to 1000 characters, if more space is needed, please include in capability file)

Technical Questions - Short Answer

How do you incorporate customer/end-user feedback and integrate continuous improvement efforts? (Limited to 1000 characters, if more space is needed, please include in capability file)

Technical Questions - Short Answer

After reviewing the FIBF Grants Management Standard Data Elements document in the Grants QSMO Marketplace RFI Reading Room, please explain how you are aligning your solutions with the FIBF standard data elements and staying compliant with Federal government mandates? Specifically, describe how your solution(s) data model maps to or supports the FIBF standard data elements. (Limited to 1000 characters, if more space is needed, please include in capability file)

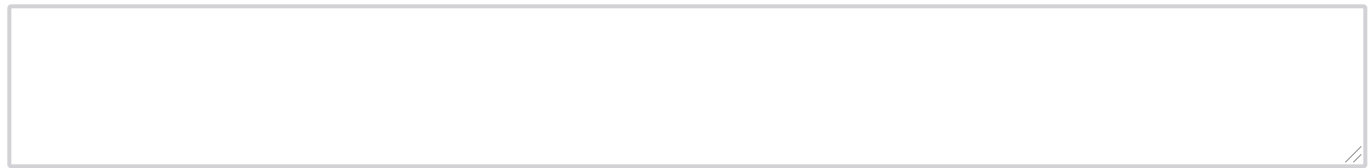
Technical Questions - Short Answer

Explain how your solution(s) will support interoperability and data sharing with other grants ecosystem stakeholders and solutions that support the grants lifecycle. (Limited to 1000 characters, if more space is needed, please include in capability file)



Technical Questions - Short Answer

List and describe the consensus-based or industry-based standards (e.g., ISO 3166, NIEM, etc.) that are used (or will be used) in your solution(s).
(Limited to 1000 characters, if more space is needed, please include in capability file)



Technical Questions - Short Answer

Explain how your solution(s) minimizes data collection and maximizes data re-use throughout the grants lifecycle.
(Limited to 1000 characters, if more space is needed, please include in capability file)



Technical Questions - Short Answer

Elaborate on any innovations for grants management and administration that your solution(s) delivers, specifically your products' technical abilities to reduce user accessibility barriers, such as mobile-friendly platforms, low-complexity interface, and 508 compliance (related to President Biden's call to advance equity and remove barriers for underserved/under-resourced communities).
(Limited to 1000 characters, if more space is needed, please include in capability file)

Technical Questions - Short Answer

What is your recommendation for how the Grants QSMO could review/confirm a commercial solution is FIBF Standards compliant (as defined in section 3.1, items 1-4), meets Guiding Principles for Technology Modernization (as defined in section 1.3) of a core baseline solution, and delivers innovations that extend the frontier of what is possible in grants solutions?

(Limited to 1000 characters, if more space is needed, please include in capability file)

Technical Questions - Short Answer

How best can the Grants QSMO work with industry to collaboratively mature the Grants QSMO Marketplace (e.g., clarifying existing business needs and demand, driving/incentivizing participation in the Marketplace, limiting customization that creates recipient burden due to an overall fragmented/non-standard process, better leveraging data as a strategic asset, etc.)?

(Limited to 1000 characters, if more space is needed, please include in capability file)

Technical Questions - Short Answer

Please provide any additional recommendations relevant to defining, establishing, and operating the Grants QSMO Marketplace that the Grants QSMO should consider (e.g.,

considerations for grants surge support and emerging needs).

(Limited to 1000 characters, if more space is needed, please include in capability file)

Technical Question - Other

Please provide a URL to a sample walk-through (demo) of your organization's solution based on a common grants process (see the Grants QSMO Marketplace RFI Reading Room Business Use Cases for sample processes).

Optional Feedback: Please provide any feedback or questions you may have related to this requirement and the Draft PWS.

Please do not include capabilities information. Capabilities information will be deleted and not included in the report to the Agency. This section is only for questions or feedback to the Agency about this requirement.

Capability Website Address: Please provide a URL to a capability website for your company. This website may be used instead the file below and/or in combination with the file above.

Technical Question - File Upload

Rough Order of Magnitude (ROM)

[HHS-ASFR Grants QSMO Marketplace ROM](#)

Please complete the attached Rough Order of Magnitude (ROM) marketplace scenarios.

1). What are your solution's primary cost drivers? Please complete the attached Rough Order of Magnitude (ROM) marketplace scenarios.

2). Please indicate the associated FIBF Activity(s) that your solution supports (see the Grants QSMO Marketplace RFI Reading Room FIBF Grants Management Federal Business Lifecycle for a full description of functions and activities) and how your solution supports the activity(s) by completing Section C of the attached ROM.

Optional Capabilities Statement:

Please note: Only one (1) file can be uploaded here. Be sure you stack/combine your documents prior to uploading.

Please do not provide general capabilities statements. Only provide relevant information related to this requirement. This is optional.

AFTER YOU SUBMIT YOUR RESPONSE:

A confirmation email will be sent to the provided POC email with confirmation that your response has been received with a copy of your completed responses.

Disclaimer

By submitting your response (clicking Submit) you grant the U.S. General Services Administration (GSA) the authority to share your information with other Government entities including Federal, State and Local Governments as well as the right to publish your market research response, including your company name, POC contact information, on public-facing Government websites.

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